



**Appraisal  
Institute®**

*Professionals Providing  
Real Estate Solutions*

# APPRAISING MANUFACTURED HOUSING

**The Northern Ohio Chapter of the Appraisal Institute presents “Appraising Manufactured Housing” seminar**

**DATES:** October 3, 2008

**TIME:** Registration is at 8:00 a.m. with class from 8:30 a.m. – 5:00 p.m.

**LOCATION:** DoubleTree Hotel, 6200 Quarry Lane, Independence, Ohio 44131, phone 216-447-1300. The DoubleTree Hotel is located east of the I-77/Rockside Road exit. To reserve a sleeping room at the DoubleTree Hotel please call the hotel directly and mention the Appraisal Institute or go to:  
<http://doubletree.hilton.com/en/dt/reservations/index.jtml?hotel=CLEHSDT&corporateCode=0560004829>

**COURSE CONTENT:** Manufactured housing valuation is big business for those appraisers who have the expertise and knowledge. Manufactured housing sales in 2004 were estimated at \$7.8 billion by the Manufactured Housing Institute. More than one of every 10 single-family housing starts was a manufactured house. The Appraisal Institute has partnered with the Manufactured Housing Institute to help bring appraisers and industry partners together to meet the demand brought on by the Fannie Mae and Freddie Mac requirements.

Valuation issues are not dramatically different between manufactured homes and site-built home. However, issues related to property observation, report writing, and supplemental standards have some unique components. During this seminar, you will gain a thorough understanding of appraising manufactured housing and increase your marketability.

### **During this one-day seminar, you will**

- Learn the specialized appraisal rules of the \$7.8 billion manufactured housing business.
- Receive the latest information on Fannie Mae and Freddie Mac guidelines and addendums to the URAR (Form 1004C and 70B) for appraisals of manufactured homes.
- Develop an observation checklist cataloging the various quality issues related to likely market perceptions.
- Be alert to liability issues exclusive to manufactured homes.

## INSTRUCTOR

- Richard M. Heyne, SRA

**ENROLLMENT:** Enrollment is on a first-come, first-served basis. The Northern Ohio Chapter reserves the right to cancel this course if the minimum enrollment level is not reached.

**COURSE CREDITS:** This course is pending approval for 7 hours of continuing education for appraisal and real estate.

**ATTENDANCE:** Attendance requirements mandated by the state of Ohio will be strictly enforced. Certificates will be issued to those in attendance for 90% of the course hours or better.

**COURSE FEE:** \$200.00 (includes continental breakfast, deli-lunch and afternoon snack)  
\$175.00 for AI members who register prior to September 19, 2008.

**CANCELLATIONS/REFUNDS:** a \$50.00 cancellation/refund fee will be applied to all requests for cancellation received within two weeks of the class. No refunds will be given for cancellations received less than one week prior to the start date of the course.

**REGISTRATION:** You may register online at [www.aiohio.org](http://www.aiohio.org), or print the application form and mail the form to the chapter with either a check or credit card information. A confirmation email will be sent out upon receipt of the registration. **Registration and payment should be received by September 24, 2008.**

**Registration form is on next page.**

ENROLLMENT APPLICATION  
Appraising Manufactured Housing Seminar—October 3, 2008

Name: \_\_\_\_\_ Designation: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ AI Member: \_\_\_\_\_ Yes \_\_\_\_\_ No

Appraisal License Number: \_\_\_\_\_ Real Estate License Number: \_\_\_\_\_

Circle all that apply: Certified General    Certified Residential    Licensed Residential  
Registered Appraiser Assistant    Real Estate Sales Person    Real Estate Broker

Seminar/Course Title: \_\_\_\_\_ Date: \_\_\_\_\_

Amount Enclosed: \_\_\_\_\_

Or Charge Card Information:

Exact name on card: \_\_\_\_\_

Card Type (circle one)            Visa                            MasterCard                    American Express

Card No: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

If paying by check, please make check out to "Appraisal Institute". Mail check along with this registration form to:  
Appraisal Institute, Northern Ohio Chapter, P O Box 31665, Independence, OH 44131. If paying by credit card, either fax  
to 216-274-9289 or mail to the above address.

**PAYMENT DUE AT TIME OF REGISTRATION**

DETAILS OF ALL COURSES & SEMINARS ARE ON OUR WEBSITE AT [WWW.AIOHIO.ORG](http://WWW.AIOHIO.ORG)